

FAX

R. J. Reynolds Tobacco Co.
400 Raritan Center Parkway
Edison, N.J. 08837

Date 10/24/96

Number of pages including cover sheet 3

To: J. Bricks

Bob Nunnink

Phone 201-790-8755

Fax Phone _____

CC: Edmund Heller

Greg Mitchell

From:

Lanny Wolfe

Phone 908-225-4774

Fax Phone 908-417-9076

Voice Mail 800-757-8255
Ext.48795

☐ Urgent ☒ For your review ☐ Reply ASAP ☐ Please comment

Enclosed is the information you will need to work the November VAP Promotion. Please pack each display with 1 carton each of the 4 styles of DORAL B2G1F product and 1/2 carton of each of the 4 styles of live product. Add to normal order for each account on attached VAP list beginning November 4th. You will be credited with approximately **\$368.00** if displays are packed and automatically sent out to accounts on the attached list by November 30th.

If you have any questions please let me know.

Thanks.

Lanny

51849 4319



R. J. Reynolds Tobacco Company
NOVEMBER '96 VAP PROMOTION

Account: *J. BRICKS Acct. #073310*

Brand Promotion		DORAL B2G1Free	
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Display Packing

1.5 ctn Doral FFK
1.5 ctn Doral FF100
1.5 ctn Doral LTK
1.5 ctn Doral LT100

Allocation (cs)

1 Doral FFK(6M) B2G1F
1 Doral FF100(6M) "
1 Doral LTK(6M) "
1 Doral LT100(6M) "
0 Doral FFK(12M) Live
0 Doral FF100(12M) "
0 Doral LT100(12M) "
0 Doral LT100(12M) "

Displays

30

Date Product Recvd

11/4/96

Display Assembly

(timing)

Immediately

Displays Shipped to
Retail -procedures
required to receive
.08 per ctn Category
II payment:

Send displays
automatically to
accounts on attached list
beginning 11/4/96

Please cross out any account
that refuses promotion and
return list to RJR

You will be credited with the following
estimated November monthly Category II
payment if all displays are sent to accounts
on attached list by November 30, 1996

\$368.00*

Packing and
shipping payment if
packing is
completed within 2
weeks:

28.00 per 12M case of Live
product

*Must make July-Dec. RJR share of market or Savings share of category goal to collect this \$

Note:

- ① Send the number of displays indicated on attached VAP list.
- ② Voice mail 800-757-8255 mail box #48795 to request payment before sending out displays.

51849 4320

WHOLESALER : 073310 JOHN BRICKS, INC. <DIRECT>
TEMPLATE : JOHN BRICKS (DORAL B2G1F)
TEMPLATE SEQ : 0003
SALES LEVEL : 12XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER
122609		273375	CERTIFIED MARKET	37 PARK AVE	PATERSON	NJ	07501	1			
133008	133020	510831	CROSSROADS DELI.	5726 BERKSHIRE VALLE	MILTON	NJ	07438	1			
133008	133020	273978	FENNERS DELI	717 OTTERHOLE RD	WEST MILFORD	NJ	07480	1			
122609		770692	FRANKLIN LKS LIQUORS	FRANKLIN AVE	FRANKLIN LAKES	NJ	07417	1			
122604	122623	280577	HAVELS STATIONARY	19 CENTRAL AVE	MIDLAND PARK	NJ	07432	1			
122609		661194	JC WHOLESALE	141 AVENUE B	HALEDON	NJ	07508	1		3666-0000	
122609		472666	JT SPIRITS	607 N MAPLE AVE	HO HO KUS	NJ	07423	1			
122106		273255	KANTER'S CONF.	732 BROADWAY	PATERSON	NJ	07514	1			
163601	163621	663088	LAKEVIEW PUB	1934 GREENWOOD LAKE	HEWITT	NJ	07421	1			
163601	163621	273987	MOUNTAIN JUG	665 WARWICK TPKE	HEWITT	NJ	07421	1			
133008	133020	628034	OAK RIDGE PUB	62 OAK RIDGE RD	NEWFOUNDLAND	NJ	07435	1			
122609		273997	OLD FORGE SPIRITS	SKYLINE DR	RINGWOOD	NJ	07456	1			
122609		504174	PETE'S CORNER	11 CENTRAL AVE	MIDLAND PARK	NJ	07432	1			
122106		477433	PRONTO MARKET	36 WALL ST	PASSAIC	NJ	07055	1			
122102		632975	S&N MARKET	68 E 33RD ST	PATERSON	NJ	07514	1			
122102		273457	SOUTHSIDE SPOT	947 MAIN ST	PATERSON	NJ	07503	1			
122609		489377	VALENTINE GROCERY	85 N 7TH ST	PATERSON	NJ	07522	1			
133008	133020	345767	VALLEY VIEW PUB INC.	1612 UNION VALLEY RD	WEST MILFORD	NJ	07480	1			
122609		771314	WYCKOFF WINE SPIRIT	CLINTON AVE	WYCKOFF	NJ	07481	1			

PAGE BREAK TOTAL ACCOUNTS 19 TOTAL QUANTITY 19

TEMPLATE TOTAL ACCOUNTS 19 TOTAL QUANTITY 19